

Message Text

UNCLASSIFIED

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ACTION EB-11

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TO SECSTATE WASHDC 1257

INFO AMERICAN EMBASSY

AMEMBASSY, TAIPEI 82

USDOC, WASH, D.C. UNN

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E.O. 11652 N.A.

TAGS: BEXP, JA, TS

SUBJ: OFFER FOR PURCHASE OF USED NEWSPRINT

REF: STATE 217574, TAIPEI 7011

1. BEGIN SUMMARY. C.I.S. CO. TOLD CONGENOFF IT GENUINELY INTERESTED IN BUYING 500,000 TONS USED PAPER AND HAS RECEIVED MANY OFFERS FROM U.S. COMPANIES. APPEARS LIKELY THAT WASTE PAPER MAY BE TRANSSHIPPED TO JAPAN, END SUMMARY.
2. CONGENOFF CONTACTED ROY R. MARZANO OF CONSOLIDATED INDUSTRIES SALES CO. ABOUT USED PAPER PURCHASE OFFER. MARZANO'S WIFE WAS FORMERLY ROC CITIZEN AND HAS MANY CONTACTS IN ROC. C.I.S.'S PRIMARY ACTIVITY IS SALES OF COMPUTER-RELATED SERVICES, ANNUAL

PAGE TWO RUAOBQA3602 UNCLAS

SALES ARE ABOUT \$65,000.

3. MARZANO SAID C.I.S. WAS ACTING FOR FOUR OR FIVE ROC COMPANIES. HE EXPECTED TO OBTAIN AN IRREVOCABLE LETTER OF CREDIT FROM THEM SOON TO COVER THE TRANSACTION. HE SAID MANY U.S. COMPANIES HAD REPLIED TO THE ADVERTISEMENT. ONE COMPANY IN LOS ANGELES HAD OFFERED TO SUPPLY 380,000 TONS HE SAID. HE EXPECTED DEAL TO BE CLOSED SOON.
4. COMMENT. USED PAPER IS IN GREAT DEMAND IN JAPAN. A SHORTAGE OF TOILET PAPER IN JAPAN HAS LED TO RATIONING (TWO ROLLS PER CUSTOMER) AND A SHORTAGE OF NEWSPRINT HAS REDUCED NEWSPAPER PAGES. IT APPEARS THAT THE USED PAPER MAY BE SHIPPED TO JAPAN.

SYLVESTER

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